

COMBINED

AUGUST 1, 1981

PRODUCTION SALE

Selling 100 Head

Spanish Fork, Utah

Preview of horses July 31

Celebrity entertainment

Sale Manager:

DEAN H. PARKER

P.O. BOX 3266

LOGAN, UTAH 84321

801/752-7701

ROBERT REDFORD/KEN JOHNSON

From Robert Redford's Double R Ranch

Doe's Gold Time
1978 Mare—Bred to Peppy's Humo
Sire: Doe's Gold Mine
Dam: Rapid Lea

Doe's Nug Bar
1978 Gelding
Sire: Doe's Gold Mine
Dam: Baneeda Iala

Rapid Lea
1971 Mare—Bred to Peppy's Humo
Sire: Rapid Bar
Dam: Yellow Nutmeg

Sugar Bee Star
1978 Mare—Bred to Peppy's Humo
Sire: Tuff Joe Jet
Dam: Bar Bee Echola

Doe's Gold Jet
1979 Mare
Sire: Tuff Joe Jet
Dam: Doe's Gold Time

Maggie's Tinky Que
1973 Mare—Bred to Peppy's Humo
Sire: Tinky's Espada
Dam: Maggie's Bay

Doe's Good
1975 Gelding
Sire: Doe's Gold Mine
Dam: Salin Lea

Doe's Missle
1980 Mare
Sire: Doe's Good
Dam: Sierra Diamond

Tinky's Sherry
1974 Mare—Bred to Peppy's Humo
Sire: Tinky's Espada
Dam: Tender's Image

Doe's Lea Time
1975 Gelding
Sire: Doe's Gold Mine
Dam: Rapid Lea

Doe's Penny
1980 Mare
Sire: Doe's Good
Dam: Penny Pop

From Ken Johnson's K&K Quarter Horse Ranch

Dandy Bonanza King
1979 Colt
Sire: Beau Bonanza
Dam: Pokey's Shady Lady

Buzz Bar Kamie
1980 Filly
Sire: Buzz Bar
Dam: Dorrel

Tippy Can Too
1980 Colt
Sire: Tippy Canoe
Dam: Linda Lou Ben

Unnamed Colt
1981 Colt
Sire: Tru Tru
Dam: Leo Bobbie

Bobby Jo's Request
1979 Filly
Sire: Buster's Request
Dam: Lady Ann

Unnamed Filly
1981 Colt
Sire: Peppy's Humo
Dam: Pokey's Shady Lady

Boston Shady Lady
1978 Mare
Sire: Boston Shady
Dam: Pokey's Shady Lady

From Duane Fluckiger's Horseshoe Stables

Sheba Sura Hit
1979 Dun Mare
Sire: Men In Command
Dam: Sporty Lady Bix

Roy O'Hara
1979 Sorrel Mare
Sire: Triple's Image
Dam: Partner's Chula

Tee J Miss O'Hara
1979 Chestnut Mare
Sire: Jackie Bee
Dam: Flying Lady Jiggle

Walla Bee Ship
1978 Chestnut Mare
Sire: Walla Bonanza
Dam: Cal's Little Gal

Crusty Bar Bob
1977 Chestnut Gelding
Sire: Crusty Bar
Dam: Chickabobble

Star Bright Kay
1979 Red Roan Mare
Sire: Shaps Star
Dam: Red Kay's Ant

Hombre De Thrifty
1971 Bay Gelding
Sire: Dell's Hombre
Dam: Miss Thrifty Leo

Shesha Bee Star
1976 Sorrel Mare
Sire: Shaps Star
Dam: Huda's Zan Beaul

From Dean H. Parker's Logan River Ranch

Doe O'Lena Chex
2-year-old Bay Stallion
Sire: Doe O'Lena
Dam: Terry Chex by King Fritz
Bred to be a future cutting champion.

1981 Unnamed Bay Filly
Sire: Dry Doc
Dam: Princess Ann by King Fritz
She is an AQHA Champion and an AQHA Champion producer.

Dry Cutter
Rose Grey 2-year-old Filly
Sire: Dry Doc
Dam: Miss Mero 6
60 days riding by Randy Charlier by sale time.

1979 Colt—Sorrel
Sire: Doe's Melcock
Dam: One Deck
Doe Bar & Stan Deck cross.

Twelve Gage Jane
1980 Filly
Sire: Mr. Gunsmoke
Dam: Jane's Request by King Request
and out of Poco Jane Gunsmoke
and Poco Tim's Cross

One Deck
Sire: Star Deck
Dam: Tex Rock
Sells in foal to Nu Bar.

Filly Devine
1980 Filly
Sire: Doe's Dee Bar
Dam: One Deck
One of the best of the Doe's Dee Bars.

Lucky Request
1978 Snaffle Bit World's Champion
Sire: King Request
Dam: Lucky Nite by Lucky Blanton
Sells with 1981 Mr. Gunsmoke at side.

Azure Bar Buzz
1980 Sorrel Stallion
Sire: Buzz Bar
Dam: Funny Face Nita by Azure Te and out of Leonita Bars.
Leonita Bars is the dam of Jet On.

From Thane E. Lancaster's Quarter Horses, Inc.

Beauquest Skip
1980 Sorrel Stallion
Sire: Beau Bonanza
Dam: Skipper by Starduster
A beautiful colt with a world of promise.

Christi Dell
1980 Sorrel Mare
Sire: Del Jaga
Dam: Skipper Time
A reserve grand champion mare. She is show ROM with points in 4 events: 8 Hater, 7 Trail, 21 Western Pleasure, 1 Hunt Seat.
Sells in foal to Tru Tru.

Me, Meadow Might
1980 Sorrel Filly
Sire: Mighty Tru
Dam: Meadow Duster
A yearling filly that is Pure Class.

Scouter Bar Ant
1977 Brown Mare
Sire: Buzz Bar
Dam: Scouter Ant
A really super filly with a perfect broodmare pedigree.

Windcheater Star
1980 Red Roan Mare
Sire: Windcheater
Dam: Starlette
The Windcheaters are winning, tough and here's a fancy red roan filly.

Whinnin Juan
1980 Grey Stallion
Sire: Whinnin Song
Dam: Jackie Jane
A fancy grey colt by the beautiful Grand Champion stallion, Whinnin Song.

Sandy Bar Money
1971 Bay Mare
Sire: Bobby Bar Money
Dam: Hi Bar Sheri
Sells in foal to World's Champion Hater stallion, Beau's My Daddy.

Ima Image
1979 Sorrel Mare
Sire: Bink's Image
Dam: Dee Dee Mesa
A nice 2-year-old filly that could go to the top.

Daddy's Sweet Echo
1980 Chestnut Filly
Sire: Beau's My Daddy (World's Champion Hater stallion)
Dam: Chie's Chelsa
Here's one bred to be a champion hater mare and looks like she could well be.

Bambi Bank
1977 Red Roan Mare
Sire: Bink's Badger
Dam: Teague Lady
A classy red roan mare just the right age to go to showing.

DEAN H. PARKER THANE E. LANCASTER & ASSOCIATES



Little In Command
1978 Sorrel Gelding
Sire: Port Command • Dam: Topsy Dividend

Comments

Believe it or not, we have a beef price war going on here in Denver between two rival grocery store chains—Safeway and King Soopers. Both are offering two grades of beef, Choice and Good with large price reductions on both. During this last month these stores were marking down a wide variety of red meat cuts almost daily.

So the war is on and it will surely spread across the country, many market specialists believe, because of the highly competitive nature of the retail food business.

While many of you may not be acquainted with King Soopers in Denver, we can assure you that this is a highly competitive chain offering a tremendous variety of products. They feature a "market within a market" at our local store, offering numerous products under generic labels. They also display posters in every aisle of the store featuring their "Generic Beef."

In a recent Denver Post article, Barbara Mihajevich reported on generic labels. "Generic foods are an idea borrowed from France and generic labels first appeared on this country's grocery store shelves in the spring of 1977. Products bearing these stark black-and-white labels were earmarked by the absence of brand names. Furthermore, no expensive packaging or advertising was used to promote their sale. The no-frill food with no fancy price was here.

"Though plain, this food proved popular, and today more than 120 food companies carry anywhere from 10 to 100 generic items, ranging from canned corn to whole wheat bread. The furor over their appearance is dead, and now they are a normal part of the everyday scene at your food store."

Mihajevich goes on to ask if consumers save by purchasing generic food items. Evidently they do.

However, while studying both stores' beefs—Safeway featuring Quality Beef, King Soopers featuring Generic Beef—we wonder why both didn't simply offer Choice and Good grade beef. For years West Coast stores have offered the two grades to their customers. Both grades connote a quality product and more-over, the chains can offer price advantages, especially between the two official.

Cattle-on-feed report predicts marketings will increase 7%

Cattle feeders are expected to market 6.14 million head of cattle during the July through September quarter, 7% more than during the same quarter a year earlier, USDA said in its cattle-on-feed report.

Reports CNS, cattle-on-feed for the slaughter market on July 1 totaled 9.57 million head in the 23 states, 1% less than on July 1, 1980, USDA said. This is the smallest July 1 number on feed since 1975.

Both steer and heifer numbers in lighter weight groups were considerably lower than last year, while the number of cattle in heavier weight groups posted an increase over a year ago.

Cattle placements during the April through June

quarter totaled 6.95 million, 8% above the same quarter of 1980. Marketings during the April through June quarter totaled 5.59 million head, down 1% from a year earlier and the lowest since 1975, USDA said.

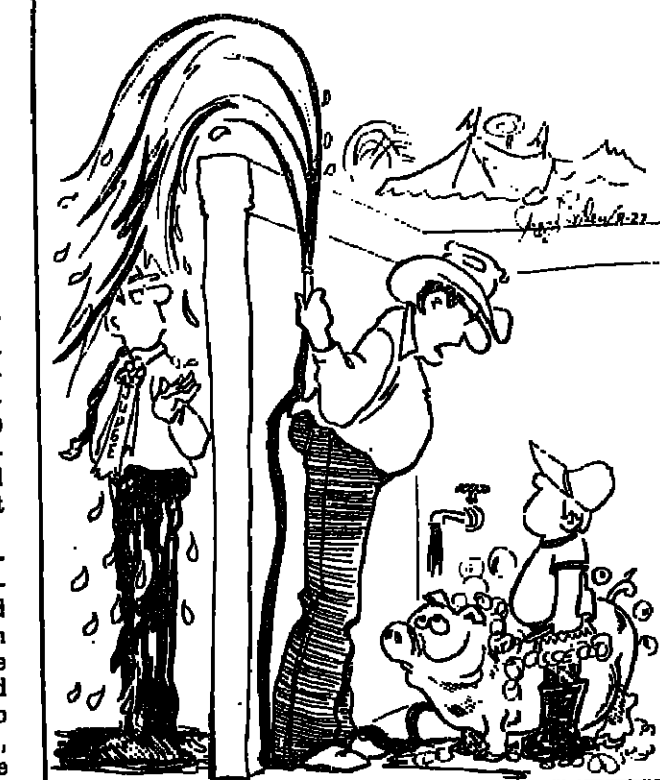
The July 1 cattle on feed inventory included 6.20 million steers and steer calves, 1% less than on July 1, 1980. Steers and steer calves represented 65% of the total July 1 inventory on feed both in 1981 and 1980, USDA said. Heifer and heifer calf numbers totaled 3.33 million head, 2% more than a year ago.

The 23-state cattle-on-feed report was generally friendly for the cattle feeding industry in the long term, according to livestock analysts contacted by CNS.

The seven-state placement figure for June, at 91% of a year earlier, was the most friendly part of the report, according to Dick Hummel, Farmers Grain and Livestock analyst. For the first time in the past year, Hummel said, marketings were larger than placements. About 1,439,000 head were marketed, compared with 1,313,000 placed during June, the report showed.

Because of the lower-than-anticipated placements for the second quarter, fewer cattle than earlier expected will be marketed in the third quarter, Tom Tipples, Pro Cattle Consultants analyst, said. There also will be fewer fed cattle in October (Continued on page 7)

STAMPEDE By Jerry Palen



"And whatever you do, don't aggravate the judge."

Science panel will study hormone ban

The European Economic Community's agriculture ministers will defer the decision on whether to ban the use of all hormones in cattle raising to a scientific panel, according to diplomatic sources in Brussels.

The ministers recently gave the European Commission nine months to recommend the extent of a hormone ban, based on the conclusions of a panel of scientists, which will be chosen soon, reports UCN.

In the meantime, all but five of the hormones used to fatten cattle will be banned. Of the five exempt, zeranol and trenbolone are synthetic and oestradiol, progesterone and testosterone are natural.

Presumably, the ban would apply to imports of meat treated with hormones, they said. The U.S. and Australia ship meat to the EEC, and both use zeranol in cattle raising. Sources said the U.S. could lose a \$1.2-billion market, mostly in the export of offals.

If the scientific panel recommends a total ban and the ministers agree to impose it, the EEC could be forced to devise an import inspection system, sources said. Some member states have said they feel the cost of such a system would be prohibitive.

More capital will be provided by lines of credit as opposed to 90-day advances, he said, and there will be more leasing of assets, such as dairy cows and sows.

There will be an "explosion" in the use of electronically retrieved, stored and exchanged information, Minger said. The growing use of computers and remote terminals will encourage the banks and customers use of the latest information relating to finance, markets, weather, global economic and political data.

As exports involve more farmers and agribusinesses, banks will provide the bundle of services required to initiate and consummate the transactions, Minger said. These services will come about (Continued on page 7)

WESTERN LIVESTOCK JOURNAL

News • Trends • Sales • Shows • Markets

July 27, 1981

Central Edition

Vol. 80, No. 39

Freedom of Information:

Meat packers protest abuses

By MARTHA WILLIAMS

Meat packing companies are using the Freedom of Information Act (FOIA) to get the government to release confidential commercial statistics that are "highly protected business secrets," according to Paul Korody of the National Meat Assn. (NMA) in testimony last week before both House and Senate subcommittees.

Korody, in testimony before the House government operations subcommittee and informal talks with the Senate subcommittee on the Constitution (Judiciary Committee), pointed out that the FOIA has no safeguards against

release of trade secrets and urged lawmakers to take action to ratify this deficiency in the act.

Korody said competing packers, armed with slaughter and processed

ment production figures, can over or under bid in order to gain an unfair competitive advantage and the company that has submitted the original in-

(Continued on page 7)

Three forces to have impact on ag lending, report bankers

Massive banking deregulation, widespread use of increasingly sophisticated electronics and major structural changes in agriculture will produce significant changes in farm lending,

bankers said at a recent American Bankers Assn. school.

Reports CNS, financial institutions will be offering a greater range of products and services, said Walker Minger, senior vice president for agri-business, Bank of America.

Emerging from 60 years of tight regulations, bankers will face new challenges in meeting farm customer needs, said C.N. Finson, president, National Bank of Monticello, Monticello, Ill. Both were speaking at a press conference held during the American Bankers Assn. National Advanced Agricultural School in Ames, Iowa.

Changes in the U.S. food system, as the sizes of farms become larger and the number of cooperatives increases, are modifying the services needed from banks, Minger said. Producers will need increasing amounts of initial and maintenance margin money to hedge production or inventories, he said. Bankers will also have to hedge on the money markets.

However, most bankers currently do not encourage borrowers to use futures in

risk management at this time, the speaker said. While some banks have required a limited number of borrowers to use futures hedges, most apparently do it sparingly. The reason, one banker said, is that most bankers do not understand futures well enough to use them well.

More capital will be provided by lines of credit as opposed to 90-day advances, he said, and there will be more leasing of assets, such as dairy cows and sows.

There will be an "explosion" in the use of electronically retrieved, stored and exchanged information, Minger said. The growing use of computers and remote terminals will encourage the banks and customers use of the latest information relating to finance, markets, weather, global economic and political data.

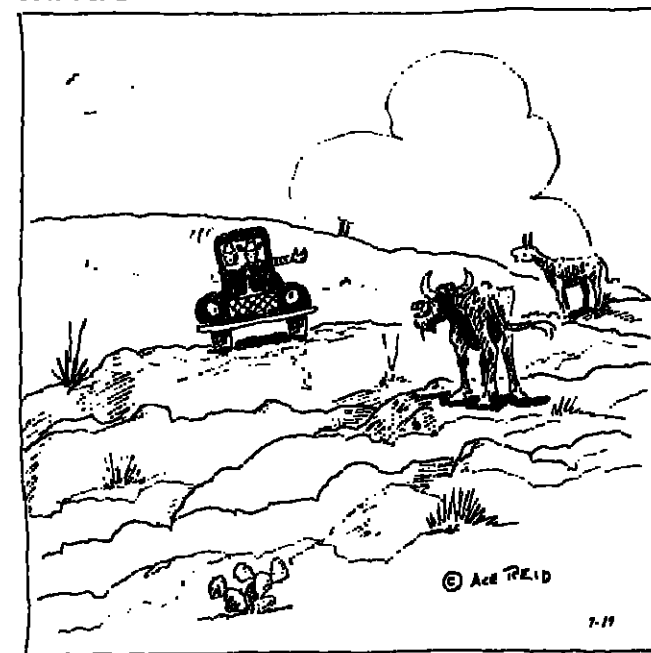
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NEWSPAPER (priority handling)

NEWSPAPER (priority handling)

COW POKES

By Ace Reid



"Wul this is it, we have got to rob a bank 'er steal a feed store!"

Industry sources debating peak and bottom timing

Peak cattle slaughter is expected to come as early as August and as late as October, according to livestock analysts and feedlot sources contacted by CNS.

Slaughter is estimated to be unchanged to 5% higher from the same time last year, they said, with prices averaging from \$64 to \$71 per cwt. on Choice, yield-

grade 3 steers, Panhandle basis.

A placement figure 39% above year-ago levels in the USDA seven-state cattle-on-feed report indicated to most industry watchers that feed cattle marketings would peak in August and September.

However, aggressive marketing of cattle during

June and July by cattle feeders and current feedlots have altered some analysts' projections.

Peak marketings will occur in September, with slaughter unchanged to 2% higher from the same time last year, according to Bob Price, analyst with the Western Livestock Marketing Information Project.

Peak slaughter will occur in October, given good pasture conditions, said Dick Hummel, an analyst with Farmers Grain and Livestock, although non-fed steer and heifer slaughter will be the determining factor. If moisture conditions deteriorate, there will be an increase in cow and non-fed slaughter earlier and slaughter levels will peak in August as a result, he said.

Hummel said he was not convinced feed cattle prices would "fall apart" during the next few weeks because the average feed cattle market weight has been lighter than normal, around 1,080 lb. on steers and heifers combined.

Also, Hummel said, the light feedlot trade volume does not indicate feedlots are becoming less current. However, trade volume does need to increase during the next two weeks, or problems could develop, he said.

Hummel estimated daily slaughter to average 130,000 head in October, 120,000 head in August and 123,000 head in September. Slaughter will peak in the first two weeks in October, according to Joe Kropp, of Livestock Business Advisory Services Inc. Kropp estimated October daily slaughter will be 125,000 to 130,000 head. September daily slaughter will be just under these figures, with August ranging from 122,000 to 124,000 head, he said.

Most feedlot sources said the expected downward price trend in the next few

months will not be as large as previously predicted because feedlots have remained current. Most cattle feeders are selling cattle that would have reached their optimum market weights in late July and August, they said.

However, one cattle feeder remained cautious because trade volume has been light during the past few weeks. Some feedlots could have a false sense of being current because of light-market weights, he said. If light-weight cattle could have been sold and were not, he said, then feedlots are not as current as they could be.

Analysts also vary as to the price levels expected during the peak cattle supply.

Choice steer prices during August and September will average \$68 to \$71 per cwt., basis Panhandle, Price said. The tight supply of pork during that period will offset price pressure from the increase in fed cattle numbers, he said.

However, Hummel said Choice steers will average from \$68 to \$69.50 in August, \$66 to \$67.50 in September and \$66 to \$66.50 in October, basis Panhandle.

Kropp expected steers to average \$64 to \$64.50 in October, preceded by a \$66 average in September.

Feedlot showlists will begin to increase by the end of July, feedlot sources said. For example, one feedlot that shows an average of 4,000 head a month, will show 5,000 head in August and 2,600 head in September. Another cattle feeder will be showing 5,000 to 6,000 head in July, August and September compared with an average of 4,500 to 4,800 head, he said.

However, the sources noted, showlists normally increase at this time of year and the increases are not considered that significant.

IBP, Occidental to hold Aug. vote

A meeting has been scheduled Aug. 12 for shareholders of Iowa Beef Processors Inc. (IBP) and Occidental Petroleum Corp. to vote on the proposed merger between the two companies, IBP has announced.

If the merger is approved,

IBP will become a subsidiary of Occidental. IBP shareholders will receive 1.328 shares of common Occidental stock and 0.395 of a share of either two kinds of Occidental preferred stock for each share outstanding at the time of the merger.

Medicated feed regulations . . .

NCA cites need for revision

The National Cattlemen's Assn. has called for substantial revisions in the Food & Drug Administration's proposed new medicated feed regulations. Included is a recommendation that there be specific provisions for mixer-feeders who mix feed for their own livestock, as compared with commercial feed manufacturers.

In comments filed with FDA, NCA acknowledged that there can be benefits from FDA's deregulatory moves affecting the commercial feed business, but it emphasized that there should be a distinction in certain regulatory procedures between persons mixing feed for their own animals, of a single species, and those mixing feeds for multiple species and for resale and distribution.

If a distinction is not made, NCA indicated, many livestock producers will face more complex regulatory procedures, and they will have to buy and use more costly medicated feed products, without any improvement in the safety of the food being produced.

Under FDA's proposal, each animal drug used in feeds would be assigned to one of three categories, depending on relative toxicity. Feed products would be divided into three types: (A) and (C), depending on toxicity and relative concentration of the drug in the feed. Generally, a Type A feed would be a premix; a Type B product would be a concentrate; a Type C product would be a complete feed.

NCA maintains that regulatory procedures based on drug concentration are not soundly based. It cites evidence that greater dispersion of a drug in a

supplement does not necessarily improve dispersion in the feed.

Among concerns expressed by NCA:

- Proposed regulations based on drug concentration would not employ regulatory resources most efficiently. A more appropriate basis would be intended use related to the purpose for which the feed is produced.
- The proposed program would require new controls on "old drugs" that have been used without any animal or human safety problems. There would be additional regulatory complexity without additional protection to the public.
- Some livestock producers, in order to avoid certain red tape under the proposed plan, would feel compelled to use more dilute medicated feed products. This would add to their costs, but, for reasons outlined in the statement, contribute nothing to safety.
- Mixer-feeders already are subject to regulatory action for any illegal residues. U.S. officials say regulations providing for inspection of imported meat are adequate to assure safety. Those officials do not control feed mixing or feeding in other countries. If government inspections for possible residues are adequate for imported

meat, residue checking should be adequate for domestic meat producers also—without subjecting them to feed regulations designed for the commercial feed industry.

NCA said purchasers of Type B and Type C medicated feed products should, as proposed, be exempt from medicated feed application regulations. In addition, the association recommended a special medicated feed application program, separate from that for commercial feed manufacturers, for those mixer-feeders who purchase Type A premixes. This would assure safety of drug use while eliminating much of the red tape applied to commercial feed companies.

NCA also pointed out that proposed new food safety legislation would provide for a one-time location registration system for producers buying undiluted animal drugs. FDA was urged to consider this concept as an alternative procedure under present law. The concept would allow mixer-feeders using home-grown grains to buy more concentrated products as they mix complete feeds for their cattle.

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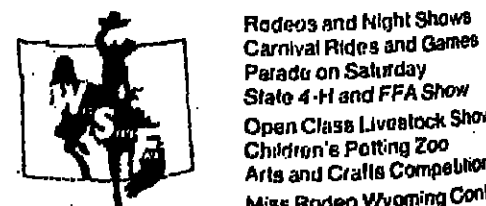
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Hydraulic Squeeze Chute	\$142.00 per mo.
Complete Working Area	\$222.00 per mo.

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Parade on Saturday
State 4-H and FFA Show
Open Class Livestock Show
Children's Petting Zoo
Arts and Crafts Competition
Miss Rodeo Wyoming Contest

Judging and Entertainment Schedule

SAT. & SUN. AUGUST 15 & 16

8:00 a.m. - Appaloosa Horse Show
9:00 a.m. - Open Class Horse Show
10:00 a.m. - Open Class Horse Show
11:00 a.m. - Open Class Horse Show
12:00 p.m. - Open Class Horse Show
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SUN. AUGUST 17

8:00 a.m. - Appaloosa Horse Show
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SAT. AUGUST 21

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SUN. AUGUST 22

8:00 a.m. - Appaloosa Horse Show
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SAT. AUGUST 23

8:00 a.m. - Appaloosa Horse Show
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SUN. AUGUST 24

8:00 a.m. - Appaloosa Horse Show
9:00 a.m. - Open Class Horse Show
10:00 a.m. - Open Class Horse Show
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12:00 a.m. - Open Class Horse Show

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Market Roundup:

Futures act as key to unlocking market

CONFLICTING FUNDAMENTAL signals in livestock markets led to outlook uncertainty among market participants at the Chicago Mercantile Exchange last week, resulting in a sideways trading pattern in live cattle futures but severe price swings in pork belly futures, reports CNS.

The confused situation was most apparent Wednesday, when live cattle futures rallied on a seemingly bullish fundamental picture and pork belly futures declined amid what appeared to be a bullish background, at least superficially.

Accordingly, the National Provisioner, dressed beef prices declined \$2 per cwt. from Monday's close to Wednesday's midday. This price decline, plus bearish technical signals, resulted in minor closing declines in futures Monday and Tuesday.

However, despite sharply lower cash cattle prices Wednesday morning and early ideas about continued carcass weakness, futures opened higher and posted moderate closing gains Wednesday.

The recent lower carcass prices may be sufficient enough to stimulate retail demand for futures. And the relatively high pork product prices recently are probably providing underlying competitive support to the carcass trade. Dressed beef prices have gained \$1-2 from Wednesday's midday low to Thursday's close, and futures posted slight closing gains Thursday, as well.

In addition, although futures prices are fairly well in line with cash cattle prices, feedlots appear to be current and the cash cattle trade has been light. Some analysts predicted a potential void of marketings because cattle are being kept on feed for shorter periods of time. They have even alluded to a possible shortage of deliverable cattle against the August futures contract—quite a change from earlier forecasts of a glut in fed cattle marketings in August based on heavy placements in April.

OKLAHOMA CITY STEERS md. frame #1 395 lb. \$68.50; 450-500 lb. \$65-67; 500-600 lb. \$60-64.90; 600-700 lb. \$60.80-62.90; 700-800 lb. \$59.80-61.90; 800-900 lb. \$60.50-61.50. Heifers md. frame #1 370-500 lb. \$64.75-68.40; 500-750 lb. \$64.50-66.50; 750-1000 lb. \$63.50-64.75. Amarillo steers md. frame #1 201 lb. \$91.50; 227 lb. \$86; 300-415 lb. \$87.75-74.50; 400-500 lb. \$63-68; 600-800 lb. \$62-66; 700-1000 lb. \$60-63; 800-900 lb. \$59.40-62; 900-1200 lb. \$57.25-60.80. Heifers md. frame #1 214-231 lb. \$73.50-74; 300-400 lb. \$63-66; 400-500 lb. \$65.50-63.50; 500-600 lb. \$65-67.90; 600-700 lb. \$65-67.90; 700-800 lb. \$64-67.50.

DODGE CITY STEERS md. frame #1 450-550 lb. \$65-70; 525-600 lb. \$63-65; 600-700 lb. \$61-63; 700-800 lb. \$59-62.50. Heifers md. frame #1 425-485 lb. \$58-60; 600-800 lb. \$57-57.25; 600-725 lb. \$55-57.75. Springfield steers md. frame #1 300-400 lb. \$64.50-72; 400-500 lb. \$67.25-66; 600-800 lb. \$67-66.40; 800-1000 lb. \$66-61.50; 1000-1200 lb. \$67-61.90. Heifers md. frame #1 300-400 lb. \$63-64.50; 400-500 lb. \$60-60.50; 500-600 lb. \$60-60.50; 600-700 lb. \$60-60.50; 700-800 lb. \$60-60.50.

COLORADO STEERS MD. frame #1 500-575 lb. \$60.50-66.50; 600-755 lb. \$67.50-62.50; 825-975 lb. \$68-69.50. Heifers md. frame #1 575-750 lb. \$67-69.70; 825-975 lb. \$66.25-68.50. Wyoming, western Nebraska, southwestern South Dakota steers md. frame #1 622-696 lb. \$62-62.40; 700-850 lb. \$60-62.10. Heifers md. frame #1 400-600 lb. \$64.50-57.25; 600-800 lb. \$63.50-58.10. Montana steers md. frame #1 500-600 lb. \$65.50-70.25; 700-850 lb. \$60-64; 850-1050 lb. \$68.50-62.70. Heifers md. frame #1 500-700 lb. \$66-58.25; 700-800 lb. \$64.50-57.75. California steers md. frame #1 450-550 lb. \$69-80; 675-875 lb. \$68-60; 925-950 lb. \$67. Heifers md. frame #1 450-525 lb. \$62; 600-760 lb. \$62-55. Washington, Oregon, Idaho steers md. frame #1 800 lb. \$66; 800-825 lb. \$61; 900-925 lb. \$60. Heifers md. frame #1 700-800 lb. \$68.

ARIZONA SLAUGHTER STEERS mixed good and choice 2-3 1000-1075 lb. \$67-67.50; good with end choice 2-3 950-1200 lb. \$66-68; 1150 lb. 2-4 \$66; mostly good 2-3 950-1150 lb. \$64.50-68; Holsteins and cornies \$61-60-63. Heifers mixed good and choice 2-3 850-950 lb. \$63-64; good with end choice 2-3 800-850 lb. \$63; mostly good 2-3 with heiferettes 825-975 lb. \$62.50-63. Colorado slaughter steers good to mostly choice 3's 1075-1175 lb. \$67-69; Holsteins good to mostly choice 1200-1285 lb. \$63-64; standard and good 1085 lb. \$61. Heifers good to mostly choice 3's 950-1050 lb. \$66-67. Idaho slaughter steers good to mostly choice 2-3 1075-1175 lb. \$67-67.50. Heifers good to mostly choice 2-3 900 lb. \$65-66. Montana slaughter steers mostly choice 2-4 1075-1150 lb. \$66. Heifers mostly choice 2-4 950-1025 lb. \$64-65.

TEXAS, WESTERN OKLAHOMA slaughter steers good to mostly choice 2-3 1000-1150 lb. \$67-67.50; mixed good and choice 2-3 \$67-67.80; Holsteins \$64. Heifers choice 2-3 875-1000 lb. \$65-66.50; mixed good and choice 2-3 875-1000 lb. \$64-68; good and choice 2-4 1000-1050 lb. heiferettes \$61-62. Utah slaughter steers good to mostly choice 2-3 1000-1200 lb. \$67-67.50; Holsteins \$62.50. Heifers good to mostly choice 2-3 900-1000 lb. \$64-66.50. Wyoming, western Nebraska slaughter steers good to mostly choice 2-3 1000-1150 lb. \$67-67.50; mixed good and choice 2-3 900-975 lb. \$65-66.50. San Angelo slaughter spring lambs choice and prime \$6-11.4 lb. \$66.50-61.90. Ewes good \$25-30; utility \$22-26; culled and few utility \$17-22. Feeder spring lambs choice and fancy \$6-85 lb. \$65-69; mixed good and choice \$40-55.

CENTRAL AUCTION ROUNDUP

(Reports as quoted by markets)

AMARILLO LIVESTOCK AUCTION

Amarillo, Texas, July 22

8,346 head received: Feeder steers, md. frame 1 235-295 lb. \$74-81.50; 389 lb. \$88; 400-500 lb. \$64.25-69.75; 517 lb. \$67.50; 600-700 lb. \$59.30-63.60; 700-800 lb. \$59-61.10; 800-900 lb. \$58.50-59.90. Md. large frame 1-2 400-500 lb. \$60-64.25; 500-600 lb. \$57-63.50; 600-700 lb. \$55.50-60.80; 700-800 lb. \$55.30-58.25; 800-950 lb. \$55-55. Md. frame 1 220-250 lb. \$64-65.50; 300-315 lb. \$61-63.50; 400-500 lb. \$54.24-58.75; 500-600 lb. \$53.90-57; 600-700 lb. \$53.10-56.90; 700-775 lb. \$53-55. Md. frame mixed 1-2 300-400 lb. \$51-57.50; 400-500 lb. \$50.50-54; 500-600 lb. \$51-54.50; 600-700 lb. \$50.50-53.50; 700-800 lb. \$48.75-52. Slaughter cows, ut. 2-3 \$39-43; high dress \$43-44.25; mixed cutter ut. \$38.50-41; cutter 1-2 \$38-39.75; canner 1-2 \$28.75-35. Slaughter bulls, YG 1-2 1100-1650 lb. \$48.75-53.75.

McKINLEY-WINTER LIVESTOCK COMM. CO., INC.

Dodge City, Kan., July 20

4,475 head received: Feeder steers, md. frame 1 400-500 lb. \$64.25-69.75; 500-600 lb. \$61.80-65; 600-700 lb. \$60.25-63.80; 700-800 lb. \$59.40-61.10; 800-915 lb. \$59-59.90. Md. and lg. frame 1-2 400-500 lb. \$60-64.25; 500-600 lb. \$58-63; 600-700 lb. \$56.50-60.80; 700-800 lb. \$55.10-59.25; 800-925 lb. \$55-58.60. Feeder heifers, md. frame 1 400-500 lb. \$55-55.75; 500-600 lb. \$53.75-57; 600-700 lb. \$53.10-56.80. Md. frame 1-2 500-600 lb. \$51.50-55; 600-700 lb. \$50.50-53.50. Slaughter cows, ut. 2-3 \$39-43; high dress \$43-44.25; mixed cutter ut. \$38.50-41; cutter 1-2 \$38-39.75; canner 1-2 \$28.75-35. Slaughter bulls, YG 1-2 1100-1650 lb. \$48.75-53.75.

TEXHOMA LIVESTOCK COMM. CO., INC.

Texhoma, Okla., July 17

3,720 head received: Feeder steers, choice 180 lb. \$93.50; 200 lb. \$73-85; 300 lb. \$68.75-80.50; 400 lb. \$68.50; 500 lb. \$65.10-67.50; 600 lb. \$64.10-63.10; 700 lb. \$63.80-62.40; 800 lb. \$62.50. Feeder heifers, choice 175 lb. \$77.75; 200 lb. \$67.25-71.75; 300 lb. \$60.10-62.25; 400 lb. \$57.90-50.50; 500 lb. \$54.10-57.50; 700 lb. \$66.40. Slaughter cows,

WESTERN LIVESTOCK JOURNAL

July 27, 1981

CLOVIS LIVESTOCK MARKET INC.

Clovis, N.M., July 16

1,101 head received: Feeder steers, md. frame 1 315-480 lb. \$73.25-78; 500-600 lb. \$62-67; 600-700 lb. \$60-63.10; 700-800 lb. \$59-60.80. Feeder heifers, md. frame 1 340-400 lb. \$61.50-63; 400-450 lb. \$59-61.50; 520-650 lb. \$52.50-55. Md. frame 1-2 380-480 lb. \$52.75-56.25; 550-820 lb. \$50-61.50. Slaughter cows, ut. and comm. 2-4 \$48-49.75; cutter \$35-39.30. Slaughter bulls, YG 1-2 1100-1550 lb. \$46.25-53; individual YG 1 1715 lb. \$56.

EMPORIA LIVESTOCK SALES CO., INC.

Emporia, Kan., July 17

1,331 head received: Feeder steers, choice 250-500 lb. \$82-84; good \$80-81; common \$68-80. Good and choice 500-650 lb. \$61-62; common \$58-60; 650-850 lb. \$61-62; common \$58-60; 850-1100 lb. \$60-61; common \$56-57. Feeder heifers, choice 250-450 lb. \$59-60; good \$55-57; common \$53-55. Good and choice 450-650 lb. \$58-57; common \$54-55. Slaughter cows, ut. and comm. \$53-58; ut. \$42-43; canner \$35-38; canner and heifer \$38-40; steers and heifers 750 lb. and heavier \$62-63. Slaughter bulls, ut. \$51-55; canner and cutter \$48-50. Replacements, stock cows \$46-48; pairs \$500-575 stocker bulls 500-700 lb. \$59-62; 700-1000 lb. \$56-57.

PORT CITY STOCKYARDS

Seely, Texas, July 16

1,834 head received: Feeder steers, md. frame 1 275-300 lb. \$74-81; 300-350 lb. \$67-74; 350-400 lb. \$62-67; 400-450 lb. \$58-62. Lg. frame 1 400-600 lb. \$57-60.50; 675-725 lb. \$60. Md. frame 2 250-350 lb. \$60-72; 350-400 lb. \$62-68; 400-500 lb. \$57-62; 730 lb. \$52. Large frame 2 450-500 lb. \$55-58.50; 500-650 lb. \$54-56.50. Feeder heifers, md. frame 2 250-400 lb. \$54-56.50; 400-500 lb. \$53-57; 500-625 lb. \$50-53. Slaughter cows, ut. 2-3 \$42-48; yield 4-5 \$38-41; cutter 1-2 \$38-43. Slaughter bulls, YG 1-2 1200-1700 lb. \$61-55.

McKINLEY-WINTER LIVESTOCK COMM. CO., INC.

Dodge City, Kan., July 20

4,475 head received: Feeder steers, md. frame 1 400-500 lb. \$64.25-69.75; 500-600 lb. \$61.80-65; 600-700 lb. \$60.25-63.80; 700-800 lb. \$59.40-61.10; 800-915 lb. \$59-59.90. Md. and lg. frame 1-2 400-500 lb. \$60-64.25; 500-600 lb. \$58-63; 600-700 lb. \$56.50-60.80; 700-800 lb. \$55.10-59.25; 800-925 lb. \$55-58.60. Feeder heifers, md. frame 1 400-500 lb. \$55-55.75; 500-600 lb. \$53.75-57; 600-700 lb. \$53.10-56.80. Md. frame 1-2 500-600 lb. \$51.50-55; 600-700 lb. \$50.50-53.50. Slaughter cows, ut. 2-3 \$39-43; high dress \$43-44.25; mixed cutter ut. \$38.50-41; cutter 1-2 \$38-39.75; canner 1-2 \$28.75-35. Slaughter bulls, YG 1-2 1100-1650 lb. \$48.75-53.75.

TEXHOMA LIVESTOCK COMM. CO., INC.

Texhoma, Okla., July 17

3,720 head received: Feeder steers, choice 180 lb. \$93.50; 200 lb. \$73-85; 300 lb. \$68.75-80.50; 400 lb. \$68.50; 500 lb. \$65.10-67.50; 600 lb. \$64.10-63.10; 700 lb. \$63.80-62.40; 800 lb. \$62.50. Feeder heifers, choice 175 lb. \$77.75; 200 lb. \$67.25-71.75; 300 lb. \$60.10-62.25; 400 lb. \$57.90-50.50; 500 lb. \$54.10-57.50; 700 lb. \$66.40. Slaughter cows,

McKINLEY-WINTER LIVESTOCK COMM. CO., INC.

INTERMOUNTAIN Farms and Ranches 13

IDAHO RANCHES
1,700 PAIR, 2,000 deeded acres, \$3,400,000
SUN VALLEY RANCH, 950 acres, \$2,375,000
800 PAIR, 3,000 SHEEP, 11,700 acres, \$2,000,000
550 PAIR, 820 deeded acres, \$1,250,000
400 PAIR, 1,300 deeded acres, \$600,000
300 PAIR, 800 deeded acres, \$300,000
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4. 4th	\$1.00	14. 1st	\$1.00	24. 1st	\$1.00
5. 5th	\$1.00	15. 1st	\$1.00	25. 1st	\$1.00
6. 6th	\$1.00	16. 1st	\$1.00	26. 1st	\$1.00
7. 7th	\$1.00	17. 1st	\$1.00	27. 1st	\$1.00
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EASTERN WYOMING cattle ranch, 22,000 plus total acres well balanced, 3 center pivots. Live water, good distribution. All livestock and machinery. All well equipped by seller. Dean Foster, Broker, P.O. Box 48, Cheyenne, WY 82001. 317/673-7834.

SOUTHERN MISSOURI stock ranch. We have several from 50 to 400 head ranches, also smaller ones. Merrill Real Estate, P.O. Box 248, Ava, MO 65608. Call: 417/666-1100. Bill Merrill, 417/663-5695; Pat Mooney, 417/624-8583.

WESTERN SOUTH DAKOTA RANCH
8,789 Acre ranch to be sold by estate. Currently 107 acres dry land farming, 73 acres irrigated, balance pasture. Potential for increased farming or cattle capacity. To be sold by owner or after August 7, 1981. Contact: First Northwestern Trust Co., P.O. Box 1040, Rapid City, SD 57709. Phone: 605/348-7210.

SOUTH DAKOTA RANCH
For sale by owner. 10,284 acres deeded. South of Hot Springs. Largest water rights in Fall River County from Hot Creek. Approximately 15,000 acres, diversion canal, modern home, calving shed and corals, excellent winter protection. George LeBar, Box 2, Douglas, WY 82633. 307/358-2728.

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RANCHES or PASTURE WANTED 15

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585 Acres real estate 2 miles south of Belle Fourche, South Dakota. Adjacent to golf course and good county road. Ideal for retirement or development rural ranches. To be sold by bid on or after August 7, 1981 by estate. Contact: First Northwestern Trust Co., Drawer 1040, Rapid City, SD 57709. Phone: 605/348-7210.

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Three forces to have impact on ag lending, report bankers

(Continued from page 1)

quickly if the Trading Company Act becomes law. Finson agreed that many existing agricultural financial trends will continue and accelerate in the future. Agricultural capital needs will increase because of greater unit size and more sophisticated, automated equipment, he said. Profit margins will continue to narrow.

Deregulation of the banking industry, provided for in the 1980 Depository Institutions Deregulation and Monetary Control Act, will enhance the ability of agricultural bankers to compete for capital and to meet the changing needs of agriculture, Finson said.

Many farmers have lost net worth or had their equity eroded because of their economic situation and inability to repay loans, he said. However, most of the bankers said they have not noticed an increase in farm bankruptcies.

They were also optimistic about banking in the agricultural sector in coming months because of expected profitable crop and livestock prospects late this year. Most optimism was expressed for the mid-1980s, when banking deregulation will be in its final stages and prospects for improved U.S. and world economies are brighter.

Meat packers protest abuses

(Continued from page 1)

formation never knows of the release of their trade secrets. Furthermore, at this point the submitter does not have the right to go to court to try to stop the release of his vital statistics to a competitor.

He detailed two examples where USDA granted information under the act in 1978. In the first, a union representing packing house workers requested the annual livestock slaughter data in the United States, plant-by-plant, for 1971 so they could "figure out finances, and (have) an edge in negotiating," Korody said.

In the second example, a newspaper requested pro-



SHOWMAN Sheryl Knop, Ida Grove, Iowa, was named outstanding Junior Angus Showman in the United States at the 1981 National Junior Angus Showmanship Contest in Nashville, Tenn.

Cattle-on-feed report predicts marketings will increase 7%

(Continued from page 1)

than expected, he said. Quarterly placements were lower than expected because cattle feeders feared a softer cash cattle market after higher April and May placements, according to Joe Kropf, Livestock Business Advisory Services, Inc. analyst. The placement figure will be positive for fourth-quarter fed cattle prices, he said.

Despite certain friendly figures, the report was not all that friendly, Greg Schimkat, Victorio Co. analyst, said. The lower placement figure is an indication that the cattle feeding industry is in a demoralized state, as the financial conditions of feedlots worsen, he said.

The report will be negative for cash prices the next 90 days, Schimkat said. Prices will bottom by Oct. 1, with Choice steers averaging \$65.00 to \$64.00 per cwt. then, Panhandle basis. Fed cattle numbers will be the largest from mid-August to mid-October, with numbers decreasing in late October and November, he said.

Near-term cash cattle

Marketing, electronics breeder focus at annual Red Angus convention

By JAY PURCHASE

Red Angus breeders from throughout the country recently held their 28th annual convention in the heart of Cow Country. The three day affair in North Platte, Neb., concerned itself mainly with marketing and election of officers.

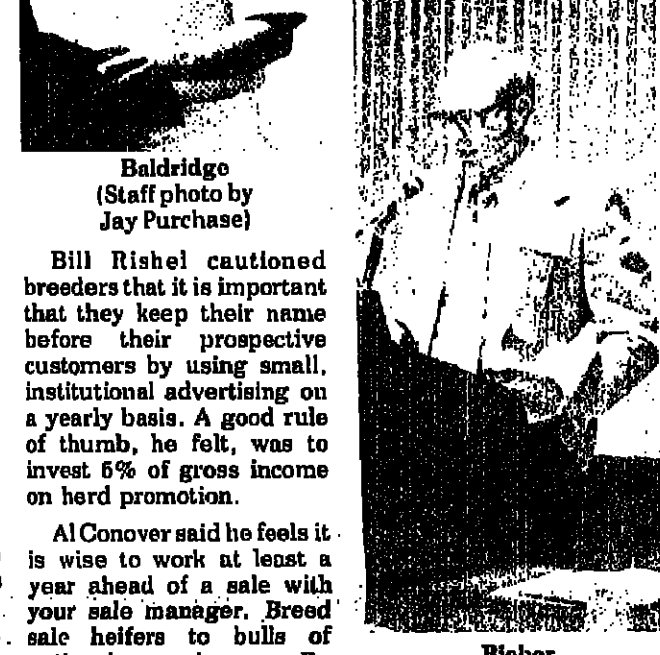
Breeders heard a marketing panel of livestock auctioneers who gave some solid advice on marketing—particularly through production sales. All of the auctioneers and panel chairman Lavon Sumption are based in North Platte.

When describing the best marketing approach for a breeder to follow, Jim Baldridge said, "First establish a sound, functioning cow herd. Then, determine the needs of the commercial breeders around you. Be aware that crossbreeding is more important in the commercial business than over before. Moreover, personal contact with your commercial customers is vital to any successful cattle marketing program."

Finally, the auctioneers said registered breeders have an obligation to keep the commercial breeder informed of their latest herd improvement practices.

Following the panel discussion, Jerry Fitzgerald and his sons, Tim and Bryan, conducted a judging and fitting clinic. "Fitting can become an optical illusion," said Fitzgerald. "A good judge can see through this but you had better be ready because your competition will be."

The Red Angus breeders reelected Roy Beeby of Marshall, Okla., as president; Rob Bieber, Leola, S.D., vice president; Bob Baker, Mountain Home, Idaho, 2nd vice president; Lyle Springers, Denton, Texas, executive director.



Baldridge (Staff photo by Jay Purchase)

Bill Rishel cautioned breeders that it is important that they keep their name before their prospective customers by using small, institutional advertising on a yearly basis. A good rule of thumb, he felt, was to invest 5% of gross income on herd promotion.

Al Conover said he feels it is wise to work at least a year ahead of a sale with your sale manager. Breed sale heifers to bulls of national prominence. Be sure to offer two or more of your best females—individuals that you otherwise would never offer for sale—if you hold a female sale.

Conover noted that high interest rates have not seemed to hurt sales of better bulls.

Bieber (Staff photo by Jay Purchase)

Darrel Schuler, Bridgeport, Neb., was elected as director replacing Paul Redd, Paradox, Colo. Bob Baker was reelected as director at large as was Joann James, Searsville, Iowa.

PASTURES AVAILABLE 17

CENTRAL CALIFORNIA San Joaquin Valley cow ranch for lease 55,000 plus or minus. Call: 209/828-8288.

GEAR
Your advertising towards larger sales—Advertise in W.L.J.'s Machinery Section.

LIVESTOCK LOANS 19A

"LIVESTOCK LOANS"
We specialize in livestock financing statewide. Stock, Feed, Equipment, Short and Intermediate loans. Call: California Livestock PCA, 818/463-2418. 3382 El Camino Ave., Sacramento, CA 95821.

MACHINERY and SUPPLIES 20

FOR SALE: Used D4 caterpillar tractor in good condition. Call: 916/836-2437, before 7 a.m.; after 6 p.m., With hydraulic lift, dozer.

PARROWING STALLS: All steel \$124.20 includes feeder-waterer, top rail, ramp rail. Weights 204#. Free literature. Starr National, 130 Main, Colchester, IL 62528. 309/779-3416.

SCHOOLS 24

AUCTIONEERING: Write: Rapier School of Auctioneering, Inc., Box 189, Decatur, Indiana 46033. Free Catalog. Term 900.

TRUCKS and AUTOS 25

WILL TRADE FOR WHAT YOU HAVE
1980 GMC truck, V-8 engine. Rebuilt engine, transmission, generator, 8 new, 900 tires. 19% utility horse and cattle combination, covered top, new paint (white and red). Call: 702/882-8430.

TRAILERS 25A

"GOOSENECK"
Brand stock trailers. Many parts including removable rack. Also, flatbeds and hydraulic dump trailers. Dealer: John Brownly Jackson, California. Call: 209/228-3180, evenings.

TRAILERS 25A

ALUMINUM GOOSENECKS
—Trailers—
16 to 28 foot long. Built by Barlett for Corvin Trailer Sales
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Classified Advertising

GOOSENECK
Pull type, flatbeds, horse, fit beds, bearers and custom made. In stock and ready for immediate shipment. 5,000 lbs. to over 24,000 lbs. Various lengths.

See The OREGON TRAILER
In Northern California
At
HEMSTRESS TRAILER CORRAL
Rt. 3, Box 483K
Auction Yard Rd.
Cottonwood, California
(Between Redding and Red Bluff off I-5 off Auction Yard Rd. exit.)
CALL: 916/347-4825
or 527-6846
Quality trailers at reasonable prices manufactured by Salem Trailer Manufacturing Co., Salem, Oregon.

MISCELLANEOUS 29

STOLEN: 2 saddles, 2 bridles and 2 saddle blankets. Both saddles have KC on the back. One is a Herford and the other a roping type saddle. Phone: 707/487-5532.

POLE BARN
ERECTOR Plus DESIGN
Over 20 years in ranching and building. Licensed and bonded. 107-South Harding, Suite 107, Roseville, CA 95747. Call: 916/765-7458.

ESTRAY CATTLE
The California Bureau of Livestock Identification, 1220 H Street, Sacramento, CA 95814 is processing the following estray animals under the provisions of the Hogg and Grand Law. We are seeking information that will help us find the rightful owners of these animals.

Estray #815-070
WF nr 4504 yds.
Yellow ear tag, left ear.

Estray #815-072
Tied w/ nr 5008 4 yrs.

Estray #815-073
Horned hnd cross cow
900 6-8 yrs.

Estray #815-074
Blt w/ nr 5008 4 yrs.

Estray #815-075
Blt w/ nr 5008 4 yrs.

Estray #815-076
Blt w/ nr 5008 4 yrs.

Estray #815-077
Blt w/ nr 5008 4 yrs.

Estray #815-078
Blt w/ nr 5008 4 yrs.

Estray #815-079
Blt w/ nr 5008 4 yrs.

Estray #815-080
Blt w/ nr 5008 4 yrs.

Estray #815-081
Blt w/ nr 5008 4 yrs.

Estray #815-082
Blt w/ nr 5008 4 yrs.

Estray #815-083
Blt w/ nr 5008 4 yrs.

Estray #815-084
Blt w/ nr 5008 4 yrs.

Estray #815-085
Blt w/ nr 5008 4 yrs.

Estray #815-086
Blt w/ nr 5008 4 yrs.

Estray #815-087
Blt w/ nr 5008 4 yrs.

Estray #815-088
Blt w/ nr 5008 4 yrs.

Estray #815-089
Blt w/ nr 5008 4 yrs.

Estray #815-090
Blt w/ nr 5008 4 yrs.

Estray #815-091
Blt w/ nr 5008 4 yrs.

Estray #815-092
Blt w/ nr 5008 4 yrs.

Estray #815-093
Blt w/ nr 5008 4 yrs.

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Blt w/ nr 5008 4 yrs.

Estray #815-095
Blt w/ nr 5008 4 yrs.

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Blt w/ nr 5008 4 yrs.

Estray #815-097
Blt w/ nr 5008 4 yrs.

Estray #815-098
Blt w/ nr 5008 4 yrs.

Estray #815-099
Blt w/ nr 5008 4 yrs.

Estray #815-100
Blt w/ nr 5008 4 yrs.

PLEASE CONTACT US AT 916/445-8108
If you have any information that would assist in identifying the owners of the above cattle.